

Tesleem Amuda

AI Automation Engineer & Workflow Architect

Lagos, Nigeria | tesleem.amuda@gmail.com | linkedin.com/in/tesleeamuda | StackShift Cohort

PROFILE

I build automation systems that work when you're not watching. My focus is n8n-based pipelines that handle lead generation, outbound outreach, and data enrichment for early-stage founders who can't hire a sales team yet. I care about three things in every workflow: it doesn't break silently, it doesn't corrupt data if run twice, and it costs as little as possible to operate. I've built a 22-node outbound pipeline that finds, enriches, validates, and personalises cold outreach without sending a single email automatically — because founders need to review before they send.

FEATURED PROJECT

Automated Outbound Lead Generation Pipeline

[StackShift Week 5 Assessment](#) · n8n + Airtable + Apify + OpenAI

2025

End-to-end pipeline that turns a founder's ICP description into a reviewed, ready-to-send cold outreach queue. Input is a single Airtable form. Output is a set of personalised emails and LinkedIn messages, stored for human approval before anything leaves the system.

Architecture (22 nodes across 6 stages):

- Trigger: Airtable form submission fires workflow via recordCreated event; Gate IF node filters on Select = Ready AND Processed = false to prevent duplicate runs
- Scraping: Apify actor (code_crafter~leads-finder) pulls leads matching job title, location, company size, and keyword from the persona form
- Enrichment: LinkedIn company-people scraper (powerai~linkedin-company-people-scraper) pulls org-level context for each lead
- Validation: Website reachability check + email deliverability verification before any AI generation is triggered — bad leads are dropped, not processed
- Deduplication: Cross-references existing Airtable records by email hash before inserting; idempotent by design
- AI Generation: OpenAI node produces a 3-touch cold email sequence and a LinkedIn message, personalised per lead using enriched data
- Storage: All output written to Airtable with Processed = true flag; no email auto-sends — human review gate is mandatory

Technical decisions worth noting:

- Used native Apify nodes with credential isolation rather than HTTP nodes — reduces surface area for auth errors and makes credential rotation trivial
- All cross-branch data carried forward explicitly in each node's return object; avoids pairedItem crashes that come from \$('NodeName').item.json references with multiple items
- Date fields use \$now.toISO() (Luxon) with typecast: true on Airtable update nodes — eliminates field-type rejection errors
- recordId (recXXXXX) used for all Airtable updates rather than text-field matching — reliable, no collision risk

CORE COMPETENCIES

Workflow Automation

n8n (primary), workflow design, node logic, error handling, conditional branching

Lead Generation	Apify actors, LinkedIn scraping, lead enrichment, email validation, ICP targeting
AI Integration	OpenAI API, prompt engineering for structured output, personalised copy generation
Data Management	Airtable (triggers, updates, deduplication), schema design, idempotent writes
Systems Thinking	Failure visibility, retry logic, duplicate prevention, cost-aware API usage
Outreach Tooling	Cold email sequencing, LinkedIn message generation, human-in-the-loop review flows

ENGINEERING PRINCIPLES

Error Handling & Failure Visibility

Every workflow includes explicit error branches. Silent failures don't exist in production systems — if a node fails, it surfaces visibly rather than passing empty data downstream and corrupting the output.

Idempotency by Default

Workflows are designed to be re-run without consequences. Deduplication runs before enrichment. Processed flags prevent re-processing. Record IDs are the source of truth for updates.

Cost Awareness

AI generation only triggers after validation — no tokens spent on leads with bad emails or unreachable websites. Apify actor calls are scoped tightly to the persona to avoid over-scraping.

Security & Data Responsibility

Credentials are stored in n8n's credential vault, never hardcoded in nodes. No auto-sending of outreach — a human review step sits between AI output and any external action. Lead data is stored in Airtable with field-level control, not in flat files.

Edge Case Handling

Gate nodes filter on multiple conditions before processing begins. Missing or malformed fields are caught early rather than propagated through the pipeline. Leads that fail validation are logged, not silently dropped.

TRAINING & PROGRAMME

AI Automation Engineering

[StackShift Programme](#) · [Cohort Member](#)

2026

Assessment-driven curriculum covering n8n workflow design, AI integration, lead generation automation, and production-grade system thinking. Deliverables include functional workflow JSON exports and supporting documentation.

TOOLS & STACK

Automation	n8n
Scraping	Apify (code_crafter-leads-finder, powerai-linkedin-company-people-scraper)
AI / LLM	OpenAI GPT-4o
Storage	Airtable
Validation	Email deliverability checks, website reachability
Languages	JavaScript (n8n Code nodes), Luxon date expressions

Workflow JSON and documentation available on request. Open to freelance automation projects and early-stage founder collaborations.